

Message Text

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PAGE 01 BUENOS 02968 221356Z
ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-08
FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06
SP-02 OMB-01 PA-02 PRS-01 /063 W
-----221424Z 067300 /45
P 221235Z APR 77
FM AMEMBASSY BUENOS AIRES
TO SECSTATE WASHDC PRIORITY 0158

UNCLAS BUENOS AIRES 2968

PASS EXIMBANK FOR THOMAS DOUGHTY

E.O. 11652: N/A
TAGS: ETRA, AR
SUBJECT: VISIT TO EXIMBANK BY FERROCARRILES ARGENTINOS
EXECUTIVES

1. AS EXIM KNOWS, GEN, TOMAS CABALLERO, PRESIDENT OF
FERROCARRILES ARGENTINOS, ACCOMPANIED BY JORGE
BILOTTI, CHIEF MECHANICAL ENGINEER, CARLOS MARTIN,
FINANCIAL DIRECTOR AND JULIO BIAGOSCH, PURCHASING
MANAGER, DEPARTED ARGENTINA EVENING OF 20 APRIL
FOR TRIP TO U.S. PRIMARILY TO VISIT EXIMBANK. WILL
BE IN WASHINGTON ON MONDAY, APRIL 25 FOR CALL ON BANK.

2. THOUGHT IT WOULD BE BEST TO FILL YOU IN ON CONTACTS
EMBASSY HAS HAD WITH FA SINCE VISIT BY EXIM TEAM
RELATED TO THEIR DESIRE TO OBTAIN EXIM CREDITS.
IN THESE CONTACTS WE HAVE REITERATED NEED EXPRESSED
BY EXIM FOR FULL ACCOUNTING OF FA-SIAM-GENERAL
MOTORS LOCOMOTIVE CONSTRUCTION PLAN. WE HAVE ALSO
ENCOURAGED THEM TO MAKE THIS VISIT TO THE BANK
WHICH WE HAVE FELT WOULD BE MOST PRODUCTIVE WAY
OF DISCUSSING SIZEABLE FINANCING PURCHASE FA IS
SEEKING FOR ALCO AND GM AND GE SPARES AS WELL AS
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FOR NEW EQUIPMENT FOR TRACK MAINTENANCE FROM
CANRON.

3. WE KNOW THAT CABALLERO IS UNDERTAKING TRIP WITH
CONSIDERABLE ENTHUSIASM AND HOPE THAT HE WILL BE
ABLE TO RETURN TO ARGENTINA WITH FINANCIAL
SOLUTION FOR THESE, HIS MOST IMMEDIATE PROBLEMS.

BELIEVE BANK ALREADY IN POSSESSION OF COPIES OF
FINANCING OFFERS FROM BOTH CANADIAN ALCO FOR SPARES
AND PLASSER OF AUSTRIA FOR TRACK MAINTENANCE
EQUIPMENT WHICH INDICATE STRENGTH OF COMPETITION
FACED BY U.S. FIRMS IN THIS AREA. THESE DOCUMENTS
POUCHED TO DOUGHTY BY JONES OVER A MONTH AGO.
LOCAL REPRESENTATIVE OF ALCO, DAN CORMICK, WHOM
DOUGHTY MET IN BUENOS AIRES, ADVISES THAT EARLY
DECISION ON SPARES IS PARTICULARLY IMPORTANT TO
ALCO IN DEALING WITH CANADIAN COMPETITION. PLEASE
ADVISE IF YOU FEEL EMBASSY CAN BE OF ASSISTANCE
IN FOLLOWING UP ON VISIT.
HILL

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Message Attributes

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